## HELP WANTED AND TELEPHONE DIRECTORY ADVERTISEMENTS

HELP WANTED-MALE.

MAN-A man wanted, experienced in metal stamping and embossing: steady position for reliable man. 552 Park av., West New York, N. J.

MAN-Steady, factory, for heavy work state references, salary expected. N 1446 Herald, Harlem Herald, Harlem

MAN, experienced in the manufacture of
earbon papers and ribbons. Give full particulars. All applications will be treated
confidentially. E 1069 Herald, Fulton st.

MAN-Wanted, a bright, energetic American
16 take charge of office and develop
sales: must understand French; excellent oppertunity for right person. T 552 Herald,
280 Broadway.

MEN WANTED
TO BECOME

WIRELESS OFERATORS.

Permanent positions; good future; no strike; salary \$125 to \$200 per month and up, including expenses in most cases; no previous experience or knowledge of electricity necessary; common school education sufficient. Apply at nce stating age and present employment. mployment.

RNATIONAL WIRELESS INSTITUTE,

Minne apolis, Minnesota

Dept. NX 14.

EN: A REAL SECURITY LINE, on in a limited time dispose of \$25,000 of the stock of a New York financia ation in sound financial conditionally attractive to investors; only high man considered; others need not apply Herald, Herald sq.

-An established corporation with uned resources, extending its connections
country, requires men from 25 to 48
country, requires men from 25 to 48
country, requires mentions connections
country, requires the connection of the country
country are unquestioned. As reas international, E 1035 Herald, Fulton st.

MILLINERY SALESMAN.

REPUTABLE HAT MANUFACTURER REQUIRES EXPERIENCED SALESMAN FOR MIDDLE WESTERN TERRITORY. COMMISSION BASIS LIBERAL DRAWING FOR MAN WITH STRONG FOLLOWING. STATE EXPERIENCE AND REFRIENCES. STRICTLY CONFIDENTIAL. WRITE BOX 114, 209 CABLE BUILDING.

NECKWEAR SALESMEN.

We want men neckwear salesmen, real live wires, for middle West; only big salesmen with large neckwear trade need apply as our proposition will only be to such men. To salesmen with large trade we offer a big proposition; application treated strictly con-

I. ISAAC & CO., 880 BROADWAY, COR, 19TH ST.

OFFICE ASSISTANT.

A young man, 20 to 25 years old, high school or business college education, some experience in correspondence and bookkeeping; real opportunity for one who is willing to start with a moderate salary, apply himself and learn our business from the bottom up; advancement commensurate with ability up; advancement commensurate with ability shown; give particulars, age, education, religion, business experience and salary. L 264 Herald, Herald sq.

OFFICE BOY wanted in an import-export commission business; must come well recommended and have some experience in office work; salary \$10 per week to start. Apply in own handwriting. E 1077 Herald, Futton st.

OFFICE BOY

wanted by prominent casualty insurance company; must be neat, bright and active. Call 79 John st., sixth floor.

Oh. gauge for Fords. Remarkable new invention. Sells on sight. Big profits casy. Exclusive distributors wanted. Address 8 MGR, 7100 Stn. C. Omaha, Neb.

PRINTER-SALESMAN

PRINTER-SALESMAN
and to sell printing machinery; a pracknowledge of printing is essential so thoroughly post himself on the merits and process of the sell printing machines he is to sell as we want a han, not a mere order taker; the majare the Standard High Speed Auto-Job Press and the Virkotype Embossing Machine.

Wood & Nathan Co.,

sing Machine.

Wood & Nathan Co.,

521 West 23d st.

FROOFREADER: must be first class
union: \$50 per week. O 1829 Herald, Her ald sq.

REAL ESTATE—Experienced sale and leasing brokers wanted; commission basis only, by large midtown Christian realty corporation; state age, experience. M. R., 328 Herald, Herald sq.

rald, Herald sq.

RECEIVING CLERK
IN LARGE DEPARTMENT STORE,
MUST HAVE EXPERIENCE,
MARTENS,
Fulton corner Bridge st., Brooklyn.

BOUTE SALESMEN WANTED.

We have filled all of our posi-tions with the exception of some vacancies for Route Salesmen. High grade American citizens, between the ages of 21 and 35, are needed for good paying, per-manent positions under the American Shop Plan. Every man employed now and proving satisfactory will be assured of permanent position.

BORDEN'S FARM PRODUCTS COMPANY Employment Office,

154 WEST 31ST ST., N. Y. C. ANY OF OUR BRANCH OFFICES.

ALLESMAN—Opportunity for high grade salesman to call on hospitals, doctors and dentists for large factory making high grade garments; liberal commission; very good territory still open. The Altro Manufactur-ing Co., 1157 Southern Boulevard, Bronx,

SALESMAN.

Gold bond issue of high character now being offered; can give a very attractive proposition to the man with clientele who can produce results. Y 2018 Herald, 16th st.

SALESMEN to sell enameled stamped and high letter display cards; commission. Apply Gair Specialty Department, 50 Washington st., Brooklyn.

SALESMEN
for leader man and runners; big opportunity for real men; leads furnished; straight commission. Write Ulti-Mat Leather Products Co., 100 Hudson st., New York city.

SALESMAN.
An experienced pants salesman wanted;
one who is well acquainted with the better
trade of New York State. Y 2015 Herald,
18th st.

18th st.

SALESMEN AND AGENTS
in all territories to introduce our new yeast
propositions very liberal commission; easily
seld; every store a prospect. J. & A. Baker
Chocolate Co., Inc., 652 Water st., New York. SALEMEN wanted for New York city and vicinity, South, Denver and West, to carry the of infants and childden's fancy knit woods, commission basis. Goldsmith-Dannen-ry Co., Inc., 45 East 20th st., New York. EALESMAN—Dependable man, year 'round, to take orders for high class ornamental trees, rosss, shrubs, etc.; no delivering; com-mission weekly. HERRICK NURSERY CO., Rochester, N. Y.

FALESMEN-Make \$300-\$500 per month dis-tributing Speedoline; easy, permanent work; cagluare territory; automobile free. Write particulars, Speedoline Co., Dept. 120,

SALESMAN, linen embroiderics, bonded ex-port; call on from 10-12 A. M. and 2-5:30 B. M.; commission only. Catzeflis Bros. Phone Bowling Green 7426. ALESMEN-Side line men, \$10 to \$20 per day; no samples to carry; nothing like it. Incoln Sales Company, 3163 Lincoln av., set. 41, Chicaso.

HELP WANTED\_MALE

SALES EXECUTIVE. EXPERIENCED IN SELLING DIRECT TO CONSUMER.

Well established, nationally known, financially sound manufacturer, because of rapid sales expansion, seeks a man, age 30-35, experienced in selling or managing high grade sales force in office specialty, house to house, or similar field. Commission with drawing account. Man for this job has proved that he is worth \$5,000 or more per year. This is an exceptional opportunity for advancement in responsibility and income.

Please write complete history of your business experience. Send photo-graph if possible, which will be ra-turned. Applications held in confi-dence. Y 2029 Herald, 16th st.

SALESMEN—A large reputable concern, manufacturing silver and nickel plated ware, has an opening for 2 high grade salesmen with selling ability that spells success to cover middle West and Southern territory; commission basis; state qualifications and experience in detail. R 632 Herald, 280 Broadway.

Herald, 286 Broadway.

SALESMEN, Jewish and Italian, between 23-35, as car lot flour saleamen: New York trade; nominal salary, commission; experience desired but not necessary; only successful, well recommended men need apply, by letter only. O 1223 Herald, Fulion st. SALESMAN, experienced, to sell chande-liers to builders; commission basis. R 631 Herald, 280 Broadway.

YOUNG man wanted, white, for housework; 2 in family; must be good cook and waiter; personal reference only. Wallace Scott, 60 B'way, room 1300, between 3 and 4 o'clock, Monday.

SALESMEN FRANKLIN SIMON & CO., 5TH AV., STTH AND SSTH STS., REQUIRE SALESMEN

FOR MEN'S FURNISHINGS.

THE MOST LIBERAL SALARIES ARE OFFERED TO CAPABLE SALESMEN WRO ARE ACCUSTOMED TO SELLING MEN'S FURNISHINGS.

APPLY APPLICATION OFFICE, 6 West 38th st., 9th floor.

SALES MANAGER WANTED AS BRANCH MANAGER

for progressive financial house; man must be thoroughly experienced in handling security satiesmen. To a red-blooded, two-fisted, hammer and tongs individual we can make an unusual offer. This branch will handle several close-by refinance propositions and one or two combination "load" and "cold turkey" deals at all times. We have the history and background that make for success and there are few men too big for this opening. Reply at once by letter only, to

ELLIOTT, SUITE 1309, AT 347 MADISON AV., NEW YORK.

SALESMEN.

Why work a whole day for \$10 when with the same amount of time and the same amount of effort you might the same amount of effort you might make \$100. We have a big proposition that will pay any man of average ability a big income. big income.
Ours is one of those very unusual opportunities that occur but seldom. For full particulars read our helf column advertisement elsewhere in this section headed "SALESMEN-WRITING A LETTER MAY GET YOU AN ANNUAL INCOME OF \$12,000." Write immediately for an interview. T 582 Herald, 280 Broadway.

SALESMEN.

BOSTON DRESS HOUSE

wants salesmen for upper New York State, Western Pennsylvania, Michi-gan and Ohio for man-tailored gar-ments at popular prices,

Don't reply unless you reside in territory to be covered and have es-tablished trade with best accounts.

TRIANGLE DRESS CO., 131 Kingston st., Boston, Mass.

SALESMANAGER.

A real man who has done big things to organize a cales force to sell securities in a \$11,000,000 organization, where output is cold until April, 1922, with one of the bigsest men of his kind at the head.

Call between 10 A. M. and 12 M. and 2 and 5 P. M.,

ROOM 90 ST.,

or phone to make appointment,

Murray Hill 0712.

SALES NEGOTIATOR-HIGH CLASS If you are seeking an opportunity that presents permanency and individual expansion in an organization built on solid rock—and if by past performances you can prove to possess the proper material as to character and ability, you have the first requisite to negotiate for a position among some others who ARRE EARNING from \$20,000 to \$40,000 annually. Write concise history and state age to secure early conference.

Address Y 2027 Herald, 16th st.

SALESMAN—A gentleman is willing to help any man to make clean money daily by introducing our proposition to friends or otherwise; clean cut, well known; get particulars and you will be just as enthusiastic as we are, because we know we are effering something which is good for honest investors and will stand the strictest investigation; our present employees will leatify to same; get acquainted. Write or call Beadon Service, Inc., 301 East 140th st., Bronx, New York city, room 419.

FALESMEN, SECURITY.

SALESMAN WANTED-LIVE WIRE,
Large coal company, operating mines and
also wholesaling coal, has opening for a
high grade salesman; a man of selling ability can make a valuable connection; a good
opportunity for a real salesman; previous
coal experience desirable but not necessary,
Address Y 2023 Herald, 18th st.

SALESMEN, experienced general brush line, for East and metropolitan district; salary and commission. Eighth floor, Bush Ter-minal Sales Building, 130 W. 42d st., New York city.

SALESMEN—Two experienced salesmen of high calibre to sell gold bonds to present stockholders. Communicate with J. T. Mac-bonald, box 145, Middletown, N. Y.

SALESMEN—Experienced, to sell high grade electric appliance through central station; leads furnishe': rapid advancement to those leads furnishe': rapid advancement to those with the communication of the commun

HELP WANTED-MALE

You would like to earn \$100 next week, wouldn't you?

What's the difference between you and me? That sounds egotistical, doesn't it? It sounds as though I liked myself pretty well. I do, but I take awfully good care to conceal it as much as I can, in tact, I don't want any one to know it if I can help it. That's one of the first things I learned about salesmanship.

The successful saleaman knows men INSIDE—because he knows himself, inside, and we are all a good deal alike. ALL of us are fundamentally EGOISTS. We believe in our own ideas and opinions. We see life from OUR point of view. That's perfectly natural.

Here's the point: A successful sales-man-knowing that his prospect is an egoist, the same as himself—treats his opinion with RESPECT because he knows that if he doesn't the interview may end in an argument, or at any rate no sale.

The salesman's job is to bring his prospect around to his point of view, make the prospect see what the sales-man has to sell as he sees it, because if the prospect does see that way, he will want it.

Of course, you can't make any one believe in something you only half be-lieve in yourself. You must be com-pletely and absolutely sold yourself, on your product and the company back of the product.

That is a fundamental requirement before you even begin to think how to sell to some one else. It is no use spending any time trying to learn how to sell something you haven't abso-lute faith in.

You have more equipment than you may imagine for becoming a sales-man—if you understand human nature. For that IS the big thing.

Selling is one of the interesting and healthful professions—not to say one of the best paid—in American industry. You would like to earn \$100 next week, wouldn't you? And every week, for that matter. A good salesman earns \$100 a week and real high grade men earn a great deal more.

We offer an opportunity to you to take the Business Builders' training course in salesmanship. It is doubt-less one of the most practical schools in the country. You earn while you

The Business Builders has been called "The Laboratory of Salesman-ship," because you learn in actual practice. You know what you know by actual results—sales.

After you have demonstrated your ability you will be in line for a sales or business executive position with one of our six client companies who will need during the coming year over 450 trained men for positions paying in salaries and bonuses \$5,200 a year

118 men have been promoted during the past year-and-a-half and we are constantly in need of new men to take the places of the men who are being promoted practically every week.

You might have been one of these men. Will you be one of the men to get a good job during the coming year? You may be if you start in to develop yourself NOW.

The whole story of the Business Builders will be told at 2 P. M. and at 8:30 P. M. In order to attend this meeting you should register from 15 to 30 minutes prior to the time of starting the meeting.

Our reception room is on the 12th floor. Ask for Mr. Wells.

JAMES W. ELLIOTT'S BUSINESS BUILDERS, INC., An Institution conducting a practical school for developing and training District Sales Managers and Sales Executives for growing sales force—its members earning while learning, selling the securities of going, growing American industrial corporations on commission basis.

12th and 13th Floors, Knickerbocker Building 42d St. and Broadway.

SALESMEN.
Are you satisfied with \$25 or \$30 a week?

A few men over 25, with or without previous sales experience, will be trained to earn from \$5,000 to \$10,000 a year. The only requisite is your absolute willingness to work hard.

1319 Flatiron Building.

SALESMAN-\$20,000 CLASS.

National publicity organization has opening for high class salesman to travel with mationally known public speaker. Commissions range from \$15,000 to \$15,000 annually, according to ability. If you have an asset in personality and have been the biggest man on some of the jobs you have worked on, write age and full details and prompt conference will follow.

Address Y 2026 Herald, 18th st.

FALESMAN.
CHIFPON: SPLENDID OPPORTUNITY FOR
ENERGETIC, AMBITIOUS YOUNG MAN
TO REPRESENT A LARGE CHIFPON AND
NETTING DEPT. TO CALL ON THE
CUTTING UP, WAIST, DRESS AND NECKWEAR TRADE. MILLINERY JOBBERS
AND LRESSMAKERS, SUPPLY HOUSES;
UNLIMITED POSSIBILITIES TO THOSE
10SSESSING INITIATIVE AND ABILITY;
STRICTLY COMMISSION PASIS; STATE
AGE, EXPERIENCE, &C. C 2107 HERALD,
HERALD SQUARE.

HERALD SQUARE.

SALESMAN wanted, 30-35 years old; only producer with record considered; must be well educated and a Christian; will be offered position with rapidly growing organization providing he can demonstrate ability to make good; don't apply if you cannot. Write, giving record of your sales experience, in confidence. C 2001 Herald, Herald square.

SALESMEN—High grade security, new industrial stock issue with phenomenal earning capacity; high commissions paid and a wonderful opportunity offered to your clients, who may have bought unproductive securities; sales manager will interview a limited number of men on Monday, Tuesday and Wednesday, between 10 and 12 A. M. and 1:30 to 3 P. M. Apply room 1002, 116 Nassay at.

SALESMAN WANTED.

Large corporation offers unusually attractive sales opportunity to several intelligent men possessing pleasant personality and clean record; permanent position; close cooperation; theral compensation and a real opportunity for advancement to managerial position to those who can qualify. Room 503, 72 Trinity place, city.

SALESMAN.

Permanent position open with high class ofth av. house for a first class salesman experienced in selling fine porceiains and kindred arts to an exclusive retail trade. Roply, with all particulars, stating age, experience, salary expected. Address Confidential, Room 908, Times Bidg.

SALESMEN-Three ambitious and clean cut young men as canvasa-ers and brokers in long established real estate firm: state age, educa-tion and experience, if any. T 559 Heraid, 280 Broadway.

BALESMAN. We are expanding our sales organization and want a man to represent a high grade non-competitive proposition to call on doctors, druggiets and dentists selected by us; we offer a real opportunity to a man accusatomed to carning \$3,500 to \$5,000 per year; commission at start; references. Og 1226 Remid, Futton st. HELP WANTED-MALE.

BALESMEN.

WRITING A LETTER-MAY GET YOU AN ANNUAL INCOME OF \$12,000-

We have taken 40 men, reintro-duced them to themselves, and de-veloped selling ability in them greater than they knew they posseased—Some of these men after they have been here a short time are averaging \$12,000 a year and better. Some make \$300 a week; many make \$300 a week, and those who only make one sale a day have an income of \$180 a week. Consider the high standing of this company and the big men on its board of directors. We cannot afford to make a statement which we cannot back up. The business in which this company is engaged is of tremendous national influence. With this company's name on a national influence.
With this company's name on a card it is not difficult to get an

interview.

Every business and professional man is a prospective buyer. The arguments which you present to him are so strong, convincing and non-contestable.

That you meet with little resistance.

and non-contestable—
That you meet with little resistance.

Any man who has ever applied himself industriously can get a BIGGER return from the same amount of effort working with us. We just want you to meet our sales manager. Hear him tell how he started just a short time ago as a salesman and worked himself up to his present high position. We have other high commercial and executive positions now open to which we will promote men who "make good." We don't go outside of our organization for executives. We believe in rewarding the good work of our salesmen and giving the promotions to them. We would prefer that you had had some selling experience—but that is not imperative. We have taken men who never sold anything and never thought they could sell anything, and through have developed them into the big-gest sort of selling machines. We believe that any man who has a fair personality and who is industrious and persistent can earn a large income with US.

A man gets here a sales training that will be valuable to him all through his life.

He meets the livest wires in the selling game.

If you will just write us a letter,

SALESMAN.

We have an opening for a man suc-cessful in his work who believes he has salesmanship ability that can be developed, or for a man who has demonstrated real salesmanship.

Product to be sold is a low pressure boller for house heating purposes, guaranteed to be the most efficient boiler on the market and to cut coal bill in half; to those purchasing the boiler, a limited amount of the stock of the company can be sold.

THIS IS NO ORDINARY PROPOSITION, AND ONLY A MAN WHOSE REPUTATION WILL STAND STRICT INVESTIGATION NEED APPLY.

Mention your age, education, experience and religion. E 1089 Herald, Fulton st.

SALESMEN,

KNITTED CLOTH PIECE GOODS.

A nationally known line offers ex-cellent opportunities to resident sales-men acquainted with buyers of knitted materials for outer wear, purposes, known as Jersey cloth; this is not a seasonal business; commissions multi-ply as volume develops; business get-ters who are alert, therefore, have a real future if they can qualify. Apply by letter, box 100, 209 Cable Building.

Who wish to become executives.
We need several honest, red-blooded men
in New York City who can help and be
helped by the practical co-operation that
has made permanent success for this
company.

has made permanent success for this company.

Real live men are finding opportunity for life work; liberal commission and an opportunity to attain quick promotion.

The company is well known, manufacturing a product now being used by thousands of people and combined with our co-operation, leads, sales letters and advertising, your success is assured. Don't pass up this advertisement; if you are the type of man we are seeking, then this is the opportunity you are looking for.

Call and see BURNRITE,

141 West 36th St.,

New York, N. Y.

SALESMAN, furniture, wanted, must be thoroughly experienced, for instalment house. Geo. Pennell & Co., 2931 3d av., Bronx.

SALESMAN wanted familiar with electrical supplies. Reply, stating age, experience and references, O 1224 Herald, Fulton st.

He meets the livest wires in the selling game. If you will just write us a letter, giving a brief outline of your past experience, we will grant you an interview.

Just because you are looking for something big enough to make you are looking a man as you feel you are capable of being—write this letter now. It is only a matter of ten minutes of your time and a 2c. stamp.

You never can tell. This might be the one big chance that you are looking for.

To 73 Herald, 280 Broadway

"The above is a brief MAN to MAN statement of the opportunity we have to offer. If you are the type of man who aspires to de BIG things in a BIG. CLEAN way, you want complete details."

TO-MORROW, MONDAY, 1:30 P. M.

WE HAVE AN UNUSUAL OPPORTUNITY FOR SALESMEN AND MEN OF AMBITION TO MAKE REAL MONEY IN AN ENTIRE LY NEW FIELD. WE ARE THOROUGHLY ORGANIZED, AS OUR DIFFERENT DEPARTMENTS ARE CONDUCTED BY MEN TRAINED TO EX-ECUTE THEIR PARTICULAR DUTIES. THE MEN JOINING OUR ORGANIZA-TION AT THIS TIME ARE LAYING THE FOUNDATION FOR A PERMANENT CON-NECTION WITH UNLIMITED POSSIBILI-TIES.

WE APPEAL TO AMBITIOUS MEN AND THEY MUST BE READY AND WILLING TO WORK OUR PLAN OUR WAY. IF YOU CARE FOR YOUR FUTURE DROP US A LINE TO-DAY.

R 2120 HERALD, HERALD SQ.

BALESMEN

We require the services of two road salesmen to sell extensive line of housefurnishings to the large retail and jobbing trade; territory, Atlantic coast to the Manisshpi River, Mississippi River to the Pacific coast, only men with proven past records need apply; position open January 1; state all details in first letter. Charles Zinn & Co., Inc., Importers, 16-18 E. 15th st.

SALESMEN.

HELP WANTED-MALE.

One month ago we stopped our advertising for salesmen, to concentrate on and build up our present Sales Force of approximately 100 men. These men came in answer to our extensive advertising (up to a month ago) with some 2,000 others. The other 1900 didn't have the vision to recognize the potential possibilities in the opportunity a connection with our Organization offered. (The head man for last month, as he was leaving after his first call, was told by two of these 1900 that it was "all bunk." Every proposition which means work is always that to some men.)

Read the following FACTS: week (2 holidays)-Lane, \$933.75; Rohner. \$418.75; Eckel, \$435; Brown, \$218.75; Tuthill, \$368.75; Sutphen, \$381.25; Marck. \$257.50. 80 MEN ON OUR SALES FORCE AV-

ERAGED \$145 PER MAN LAST WEEK (2 HOLIDAYS). Up to Friday 12 o'clock noon of this week 85 MEN AVERAGED \$211.35 PER MAN.

Some of the individual earnings for the 4½ days of this week: Eckel, \$922.50; Burns, \$768.75; Brown, \$745; Thomas, \$893.75; Hertwig, \$818.75; Mills, \$1,123.75. You are not in business for your health; you are in it for all you can honestly make out of it. You want something that will SELL.

Compare the above figures with those of ANY similar selling organization in this city to-day of ANY size. We reproduce below, word for word, one of our former advertisements—one of the Ads which some of our present Sales Force answered and have "cashed in" on. The response we expect to receive from this advertisement may mean that after this week we WILL CLOSE THE DOORS OF OUR ORGANIZATION TO NEW MEN. In the face of the above FACTS consider well whether in justice to yourself and your future you can afford not to investigate and weigh carefully this unusual conortunity.

The following ad was printed October 2d, 1921:

"If you are the type if man who will 'fit' in this Organization, you don't want flowery' phrases, but cold, simple FACTS. We present for your consideration the following: "1. The RIGHT TIME to form a con-nection with any enterprise is WHILE IT IS IN ITS INFANCY—

"2. We have come into possession of one of the most revolutionary prod-ucts ever put on the American mar-ket.

"4. There are tremendous POTENTIAL possibilities in this product. To properly develop these possibilities two things are necessary—MEN and MONEY.

"5. We have having no difficulty whatever in securing the money needed, but with this money we want—and must have MEN.

"6. We have already secured as a nucleus for our Sales Organization a large number of big calibre salesmen who by their enthusiasm over our proposition, and by the sales they are turning in, in steadily increasing volume, are convined that this is the kind of proposition that comes to every man ONCE.

"7. The opportunity offered is to make from \$5,000 to \$20,000 in commissions this year, assisting us in raising the necessary capital, and then to carry on into an executive MER-CHANDISING position, such as takes ten to fiftuen years to secure with the AVERAGE proposition.

That the selling of the securities of this Corporation is becoming easier and easier each week is evidenced by the earnings of our salesmen printed at the start of this advertisement.

THESE EARNINGS AND THE STILL LARGER EARNINGS TO COME ARE POSSIBLE THROUGH A NEW SYTEM ORIGINATED IN THIS CAMPA'GN, WHICH INSTANTLY BREAKS DOWN

Do not think from this last statement that we are offering an "easy berth"— we are not—and will not take a man on our Sales Force who is not willing to WORK—but for the WORKER we get the RESULTS.

This may be the LAST INVITATION to join what is destined to be one of the most effective and highest paid Sales Organizations in America. Full details will be given at a meeting

When you call, kindly ask for Mr. Scott. KENDALL PRODUCTS CORPORATION, 10th floor, Buckley-Newhall Building, 709 Sixth av., bet. 40th and 41st sts.

IN REPLYING KINDLY STATE YOUR AGE, NATIONALITY AND WHETHER YOU HAVE HAD ANY SELLING EXPERIENCE. IF YOUR LETTER INTERESTS US WE WILL ARRANGE AN INTERVIEW BY APPOINTMENT.

A FEW LIVE WIRES
FOR WONDERFUL SELLING
GAS APPLIANCES.
Good opportunity for permanent position
for the right kind of men.
SEE MR. WALKER,
CENTRAL UNION GAS CO.,
519 Courtlandt av., Bronx.

WANTED BY LEADING BATHROBE AND SMOKING JACKET HOUSE, GOOD POSITION FOR RIGHT MEN; GIVE FULL PARTICULARS, STAT-ING TERRITORIES COVERED; STRICTLY CONFIDENTIAL. BOX 208, 717 ST. JAMES BLDG.

SALESMAN in office furniture line; one who knows the business. Write, stating experience and compensation. T 565 Herald, 280 Broadway.

HELP WANTED-MALE.

FOR PART TIME AND EVENING WORK.

Working evenings only, this man earned \$203.13 in the past three weeks.

Charles E. West is a decorator eight hours of the day. He can't follow his trade after sundown, and he wouldn't if he could. Still, he wants to earn more money than his business will give him. So he devotes a couple of hours every evening to selling—and he has found that it carries with it a list of advantages.

Selling yanks him out of the rut of trade routine. It brings him into contact with all sorts and conditions of men. He learns to accept momentary defeat and he learns the joy of victory. It is work, and hard work, but it isn't the work that makes him rusty; it's the kind of work that keeps him on the alert-keeps his brain on the job. And not only has it earned him extra money at the rate of over \$67 a week for his spare time, but he has opened the door of opportunity for himself.

The Business Builders are expanneding six growing, going corporations. These corporations not only require money, but MEN, who must be trained for executive and merchandising sales MEN, who must be trained for executive and merchandising sales positions paying upward of \$5.200 a year in salaries and bonuses. Our men are trained for such positions through the sale of securities on a commission basis. A salesman sells the securities of one corporation only, but he is eligible, when he has demonstrated his ability, for promotion into any one of the six, and promotion means a FERMANENT JOB—a job you can rejy on.

No matter what you are doing, you owe it to yourself to investigate the splendid Course in Salesmanship made available in the Business Bullders' Training School. It is given WITHOUT CHARGE, and not only gives you the opportunity to begin earning money NOW, but provides for your future business career.

Call at 1:30 P. M. or at 8 P. M., and we will tell you more about it. Our reception room is on the 12th floor. JAMES W. ELLIOTT'S BUSINESS BUILDERS, INC., 12th and 13th Floors, Knickerbocker Building, 42d st. and Broadway.

Give us 20 minutes of your time for an interview—and we may be able to put you in touch with a proposition whereby you can earn 20 times more than you are earning now. Men here do make \$12,000 and better a year. If you have as much ability as they have—we will give you the same chance. Because you are interested in your future and desire to make a permanent connection—read our half column advertisement elsewhere in this section headed "SALESMEN—WRITING A LETTER MAY GET YOU AN ANNUAL INCOME OF \$12,000." Write immediately, T 583 Herald, 280 Broadway.

This strong dividend-paying issue is backed up by a widely known group of highly suc-cessful men in the industry and calls for aggressive salesmen with clean record; leads. Telephone Vanderbilt 10333. Ask for Mr. Edwards.

SECURITY SALESMEN

To sell the issue of a company now producing. The products are universally used by all classes of people. To real producing salesmen, we offer the best paying proposition in New York to-day.

A half hour's interview will convince you. Amateurs are not wanted. We are not a school for salesmen, but a live progressive organization. If you are a real producer and want to increase your earnings en a clean cut proposition, call Mon'ay morning, Canadian Pacific Building, room 1410. 342 Madison av., ask for Mr. Neach.

Can you organize, manage, direct a security selling sales force, also conduct entire financial campaign?

New Jersey corporation, now expanding has proposition for live wire executive of above qualifications to become associated with an enterprise that may possibly cover the four corners of the globe. Can you apalify? qualify?
If this interests you sufficiently to warrant
your consideration, address P. O. box 34
Clifton, N. J., for additional information.

SECURITY SALESMEN, high grade live wires, for high grade rubber stock; big opportunities if successful; permanent connections can be arranged; big com-mission to start with. Call all day Mon-day. Consumers Tire & Rubber Corp., 131 West 65th st.

SECRETARY, stenographer; young, well educated, married man; preferably one who has held a similar position as assistant to sales manager and is familiar with the operation of a noiseless typewriter. Reply in writing, stating in detail qualifications and experience. Secretary, 200 E. 23d Don't

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Is wanted permanently for metro-politan territory with a large con-cern placing contracts.

AN UNLIMITED FUTURE—FINANCIAL BACKING.
NO EXPENSES.
FOR A SALESMAN WITH SUCCESSFUL RECORD ONLY.

J. H. HUNTINGTON,

118 West 44th St. Room 605. Before 1 o'clock.

Company doing national business wants salesmen for New York territory. Must have personality, confidence in ability, courage to hustle and supervise themselves; highest integrity; appointments made. WILLIAM J. KIBEY. CHARACTER ANALYST, will advise each as to fitness for work; every inquiry confidential. Address WILLIAM JUDEON KIBBY, 9 Church st., New York City.

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SPECIALTY relesinen wanted to sell a high grade eyelet and paper fastening machine to the business houses, banks, bond and other first class establishments; the machine retails for \$25; will pay agents splendid profit. Apply 1511, 505 Broadway.

STOCK SALESMEN WANTED.

E. A. Crozier & Co., stock and bond dealers, Suite 219 at 103 Park avenue, New York city, want honest, energetic and capable salesmen to sell securities. Exclusive local agency granted to satisfactory party. References required. Call or write stating your experience if any, and full facts about yourself. 280 Broadway.

STOCK clerk for insurance company; intelligent young man, about 21, to watch basis to start; popular priced line 6 cylinder cara, 12 Contral ark West.

STOCK clerk for insurance company; intelligent young man, about 21, to watch because the contral ark west.

STOCK clerk for insurance company; intelligent young man, about 21, to watch because the contral ark west. HELP WANTED-MALE

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WISHES TO ENGAGE A THOR-OUGHLY EXPERIENCED STENOG-RAPHER, 21 TO 24 YEARS OF AGE. FOR THE OFFICE OF THE GEN-ERAL MANAGER AND VICE-PRESIDENT. THIS POSITION PRE-TUNITY TO A BRIGHT, CLEAN CUT AND AMBITIOUS YOUNG MAN WITH UNQUESTIONABLE REFERENCES. ADDRESS, STAT-ING EDUCATION, EXPERIENCE AND SALARY EXPECTED, BOX 127, 209 CABLE BLDG.

STENOGRAPHER and typist, young man; state experience and references; \$18 per week to start; good opportunity for advance-ment. Write Q 1828 Herald, 16th st.

STOCK SALESMEN

of experience wanted to sell stock for a going corporation. You deal direct with the officers of the company; our proposition will stand the most minute investiga-tion; none but men with experi-ence, clean and successful record need apply; liberal commission to the right men. Call between 12 and 1 o'clock.

E. W. CARDINAL & CO., INC., Room 918, 17 East 42d St.

TELEPHONE SALESMAN.

House dealing in listed securities desires services of one or two live wire telephone salesmen who can produce business. D. C., 21 Herald, 250 Broadway.

UPHOLSTERERS. SIMBEL BROTHERS,

wish to engage several thoroughly experienced furniture upholaterers, union wages, 44 hour week, open shop.

Apply Non-selling Supt. 5th floor.

UPHOLSTERER, experienced inside; open shep. Apply C. A. Grandjean, 155 E. 42d. BOOKKEEPER and cashier wanted; must be thoroughly competent and familiar with importing and jobbing business. Address, giving experience and details, references and salary fesired, W 289 Horald, Herald square.

VALET and butler to take care of gentle-man's apartment; must board and live out; all evenings free; only high class man con-sidered; no appointment will be granted un-less you give experience, age, nationality and wages desired. Q 536 Herald, 280 B'way.

WANTED.

A roofing manufacturer desires to engage the services of a FIELD SALES MANAGER, who has had pre-vious success in selecting efficient dis-trict salesmen, in neighboring States, to work on an exclusive commission

WATCHMAN wanted for private residence, strong man, about 55 or 69 years of age, who has had experience as watchman in first class homes; must have excellent references and be honest, sober and dependable; good wages. E 1005 Herald, Fulton st.

YOUNG man for stock clerk cutiery, hard-ware, tools. Address, with reference, ex-perience, salary expected, Matthews, P. O. Box 851, City Hall station, N. Y. city. YOUNG man with experience in real estate office; must understand typewriting. Ad-dress, with full particulars, stating age, K., room 32, 55 Broadway. YOUNG man, learn new business; experience unnecessary; we teach you to make \$50 weekly. B 180 Herald, Herald sq.

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By this system, without interfering with your present work at all, you can qualify for this splendid profession in a few short months.

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Permanent positions; good future; no strike; salaries \$125 to \$200 per month and up, including expenses in most cases. No previous experience or knowledge of elec-tricity necessary; common school education sufficient. Apply at once, stating age and present employment. INTERNATIONAL WIRELESS INSTITUTE Minneapolis, Minnesota. Dept. N X 14.

USED correspondence courses at less than half original price, Any school, any subject, for men or women. Send for free price list of 1,000 courses. Courses bought. STUDENTS' EXCHANGE, 1966 Broadway, New York.

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GOVERNMENT AUDITORS for income tax revenue service, salaries \$1,500 to \$3,000; write for free information. FEDERAL IN-STITUTE, room 109, Washington, D. C. AUTO instructions, \$20; unlimited lesson guaranteed on Lexingtons and Overland until license secured. 124 West 65th st. BE A DETECTIVE. Great demand. Travel experience unnecessary. Write American Detective System, 1965 Broadway, N. Y. MEN-Age 17 to 55, experience unnecessary. Travel; make secret investigations, re-ports. Salaries; expenses. American For-eign Detective Agency, 507 St. Louis. MEN wanted to qualify for firemen, brake men, experience unnecessary; transportation furnished. Write W. Boggess, St. Louis.

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OUPLE, English, excellent cook, butler, for Washington, D. C.: \$160 to \$180. Vettler's Agency, 20 West 43d st.

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beautifully singing male canary and imported brass cage with glass guards, \$10.021 Boston road (177th st.). CARPETS and linoleum laid; reasonable. E. MURRY, 25 Lexiington av. Gramercy 8418, CHIBOPRACTORS.

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Superfluous Hair Artist,
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Each case a special study.
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TWO fine twin brass beds, including box springs; first class condition; no dealers. Stuy, 2108. DINING table, round, solid oak; good condi-tion; reasonable. Spring 1076, apt. 17. DINING room, other furniture; very reason able. PAWXHURST, 221 West 106th Academy 0996.

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Reliable musicians and entertainers for all occasions.

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RUGS and carpets cleaned, new process; ne chemicals used. CLEANWELL CARPET CLEANING CO., 2471 5th av. Morning, 8212. SPORTING GOODS.

HIGHEST prices paid for golf outfits, cameras, fishing tackle, binoculars, guns, nautical instruments. TRIGGER, 787 6th av. 5658 Bryant

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